

Cheryl Romero

July 13, 2006

Dear Sir or Madam:

Because of my concern I am writing this letter about the proposed Business Opportunity Rule R511993. I believe that in its present form, it could prevent me from continuing as a lia sophia advisor and unit manager. I understand that part of the FTC's responsibilities is to protect the public from "unfair and deceptive acts or practices," yet some of the sections in the proposed rule will make it very difficult, if not impossible, for me to sell lia sophia jewelry products.

I have been a lia sophia advisor since 2002. Originally, I became an advisor in my company because I felt the products were exceptional and I wanted to earn some additional income. I work full-time for a radiation oncology office and needed something fun to do. I am now working both because I want to have something to fall back on when I do retire from the oncology office. I am working my way to possibly retire at a young age, as you know cancer is a very depressing disease. After just one year in the lia sophia business my husband fell out of bed with no clue why and needed to be hospitalized and have surgery on a hip. We did not have short term disability on him and the money I made with lia sophia actually sustained us for 12 weeks of having his salary at \$0. Then again in 2004 the same thing happened with his other hip and again, the salary I made with lia sophia paid the bills he would have normally put into the household income. I am proud to say that we did not have one bill collector come to the house for any payments owing. We as a family have had the opportunity to take vacations we never dreamed of. My father fell sick and we were able to help them financially also. The future of my family is dependent on the stability of the direct selling industry.

One of the most confusing and burdensome sections of the proposed rule is the seven-day waiting period to enroll new advisors. lia sophia's sales kit only costs a maximum of \$149. People buy TVs, cars, and other items that cost much more and they do not have to wait seven days. This waiting period gives the impression that there might be something wrong with the company or the compensation plan. I also think this seven-day waiting period is unnecessary, because lia sophia already has a 90% buyback policy for all products including sales kits purchased by a salesperson within the last twelve months. Under this waiting period requirement, I will need to keep very detailed records when I first speak to someone about lia sophia and will then need to send in many reports to my company headquarters.

The proposed rule also calls for the release of **any** information regarding lawsuits involving misrepresentation, or unfair or deceptive practices. It does not matter if the company was found innocent. Today, anyone or any company can be sued for almost anything. It does not make sense to me that I would have to disclose these lawsuits unless lia sophia is found guilty. Otherwise, lia sophia and I are put at an unfair advantage even though lia sophia has done **nothing** wrong.

Finally, the proposed rule requires the disclosure of a minimum of 10 prior purchasers nearest to the prospective purchaser. I am glad to provide references, but in this day of identity theft, I am very uncomfortable giving out the personal information of individuals (without their approval) to strangers. Also, giving away this information could damage the business relationship of the references who may be involved in other companies or businesses including those of competitors. In order to get the list of the 10 prior purchasers, I will need to send the address of the prospective purchaser to lia sophia headquarters and then wait for the list. I also think the following sentence required by the proposed rule will prevent many people from wanting to sign up as a salesperson - "If you buy a business opportunity from the seller, your contact information can be disclosed in the future to other buyers." People are very concerned about their privacy and identity theft. They will be reluctant to share their personal information with individuals they may have never met.

I appreciate the work that the FTC does to protect consumers, yet I believe this proposed new rule has many unintended consequences and there are less burdensome alternatives available to achieving your goals.

Thank you for your time in considering my comments.

Respectfully,

Cheryl Romero
lia sophia Advisor & Unit Manager